

## Message Text

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51

ACTION COME-00

INFO OCT-01 EUR-25 ISO-00 EB-11 CIAE-00 INR-10 NSAE-00

RSC-01 DRC-01 /049 W

----- 035384

R 200819Z OCT 73

FM AMCONSUL MUNICH

TO SECSTATE WASHDC 4652

INFO USMISSION BERLIN

AMCONSUL BREMEN

DUFHDU/AMCONSUL DUESSELDORF 353

AMCONSUL FRANKFURT

AMCONSUL HAMBURG

AMCONSUL STUTTGART

AMEMBASSY BONN

AMEMBASSY BUCHAREST

AMEMBASSY VIENNA

UNCLAS MUNICH 1868

E.O. 11652: N/A

TAGS: OTRA, BEXP, XG

SUBJECT: BUSINESS CONTACTS KNOWLEDGEABLE ABOUT ROMANIAN MARKET

REF: USDOC 16021

1. FOLLOWING FIRMS WILLING MEET WITH MRO TO DISCUSS INSTRUMENTATION MARKET IN ROMANIA: (A) ORTEC GMBH., FRANKFURTER RING 81, 8 MUENCHEN 40; HERR NAUMER, TEL. 3591001; WHOLLY-OWNED SUBSIDIARY OF ORTEC, INC, OAK RIDGE, TENN.; MANUFACTURER OF LABORATORY, SCIENTIFIC AND RESEARCH INSTRUMENTS. (B) OSBEX IMPORT AND EXPORT GMBH

..

ZAENGLWEG 10, 8 MUENCHEN 83; FRAU HAUSWIRTH, TEL. 401878; EXPORTS SCIENTIFIC INSTRUMENTS AND EQUIPMENT, MAINLY TO YUGOLAVIA, CZECHOSLOVAKIA, AND USSR, BUT INDICATED SHE HAS INFO ALSO ON ROMANIAN MARKET. (C) ROHDE AND SCHWARZ OHG., MUEHLODORFSTRASSE 15, 8 MUENCHEN 80; HERR DILGER, CHIEF OF ESPORT DIVISION FOR EASTERN EUROPE. HERR DILGER AVAILABLE UNTIL NOV 5, BUT WILL BE TRAVELLING IN ROMANIA NOV 6-16. HE STRONGLY RECOMMENDS THAT MRO UNCLASSIFIED

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ATTEND THE INTERNATIONAL EXHIBITION FOR INDUSTRIAL ELECTRONICS,

WHICH HE SAID WAS DIRECTED PRIMARILY AT PROMOTING TRADE WITH EASTERN EUROPE. THIS FAIR IS HELD IN VIENNA, NOV 7-10, 1973.

(D) SIEMENS A.G., MUENCHEN. ALTHOUGH WE DID NOT APPROACH THE FIRM, WE ARE CONFIDENT WE COULD ARRANGE AN APPOINTMENT WITH THE APPROPRIATE DIVISION WITHIN SIEMENS.

2. MOST FIRMS AND OTHER ORGANIZATIONS WE CONTACTED SAID THAT GERMAN INDUSTRY IS ONLY NOW BEGINNING TO PENETRATE ROMANIAN MAEKET SO INFORMATION IS SCARCE. MANY RECOMMENDED AUSTRIAN FIRMS AND AUSTRIAN SUBSIDIARIES OF GERMAN FIRMS AS THE MOST KNOWLEDGEABLE SOURCES IN VIEW THEIR LONGER EXPERIENCE IN TRADE WITH EASTERN EUROPE. VALDES

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 20 OCT 1973  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
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**Subject:** BUSINESS CONTACTS KNOWLEDGEABLE ABOUT ROMANIAN MARKET  
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